

Business Continuation Planning

Ask Yourself...

If you had retired, died or become disabled yesterday,
who would own and manage your business today?

Would you want your business interest
retained for a family member, sold or liquidated?

Objective: Retain the Business Interest for Your Family	Objective: Sell the Business Interest	Objective: Liquidate the Business Interest
<p>Issues to Consider:</p> <ul style="list-style-type: none">• Is there a capable and willing family member?• Will the family member be acceptable to any other business owners?• How will you or your surviving dependents replace the income previously provided by your business?• Is there a need to equalize inheritances among family members?• Will there be enough liquidity in your estate to pay taxes and other settlement costs?	<p>Issues to Consider:</p> <ul style="list-style-type: none">• To whom will your business interest be sold?• At what price?• And at what events (death, disability and/or retirement)?• What is the value of your business interest?• Will the funds be available to complete the purchase at your death, disability and/or retirement?	<p>Issues to Consider:</p> <ul style="list-style-type: none">• What is the value of your business as a going concern?• How does that value compare to the liquidation value of your business?• How will you or your surviving dependents replace the income previously provided by your business?• Will there be sufficient funds available to allow for a planned liquidation?